②　accepting seller　　　③　accepting buyer

④　getting an enquiry

⑤　getting offers

⑫　selfoffering

⑥　negotiate the price

⑧　complaints

⑦　doing the job

⑨　clearing financials

⑩　evaluate the delivery and seller

⑪　evaluate the buyer

Fig. 1　Flow chart of the overall pogram description

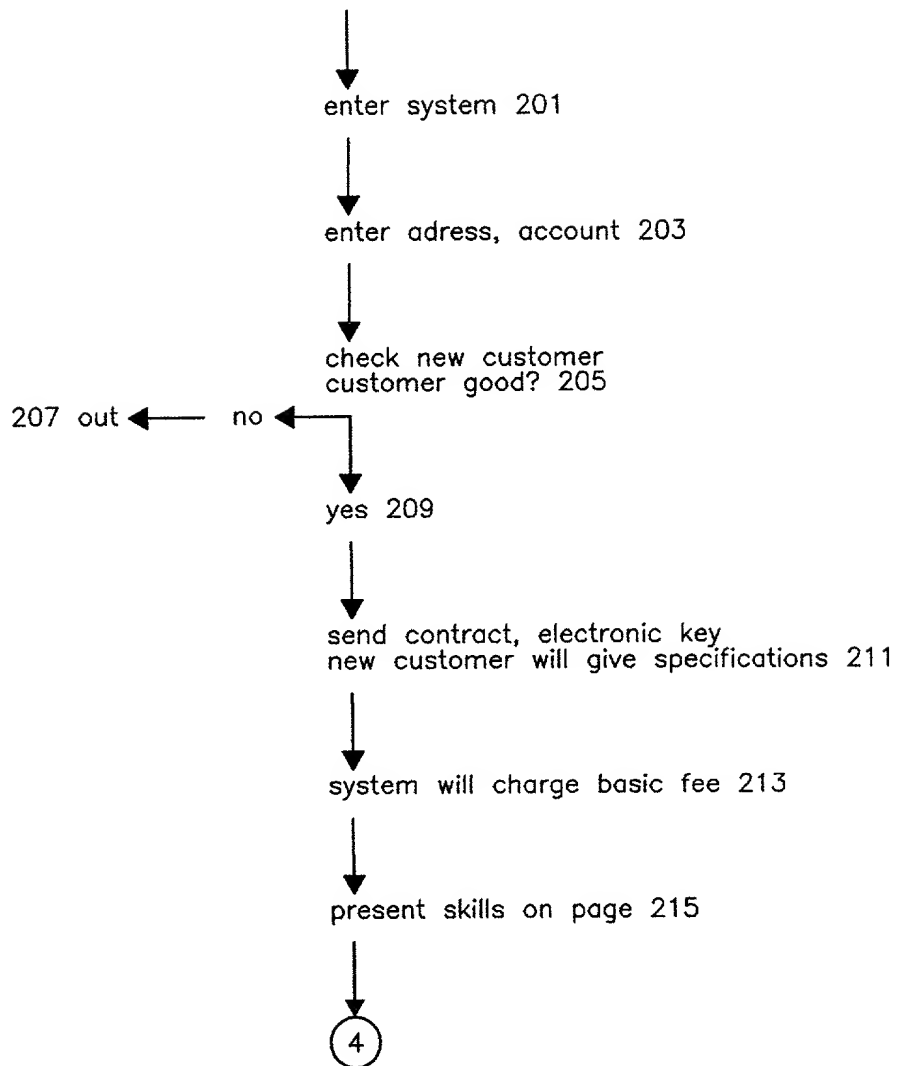The numbers in the flow chart refer to sub—flow charts
as described below.

enter system 201

enter adress, account 203

check new customer
customer good? 205

207 out ◀── no ◀

yes 209

send contract, electronic key
new customer will give specifications 211

system will charge basic fee 213

present skills on page 215

(4)

Fig. 2   Part of the program which accepts a knowledge seller

enter system 301

enter name, adress, account 303

accept business conditions
and agreement to pay 305

307 out ◄── no ◄

yes 309

check customer 311

313 out ◄── no ◄

yes 315

send written contract, send a key 317

④
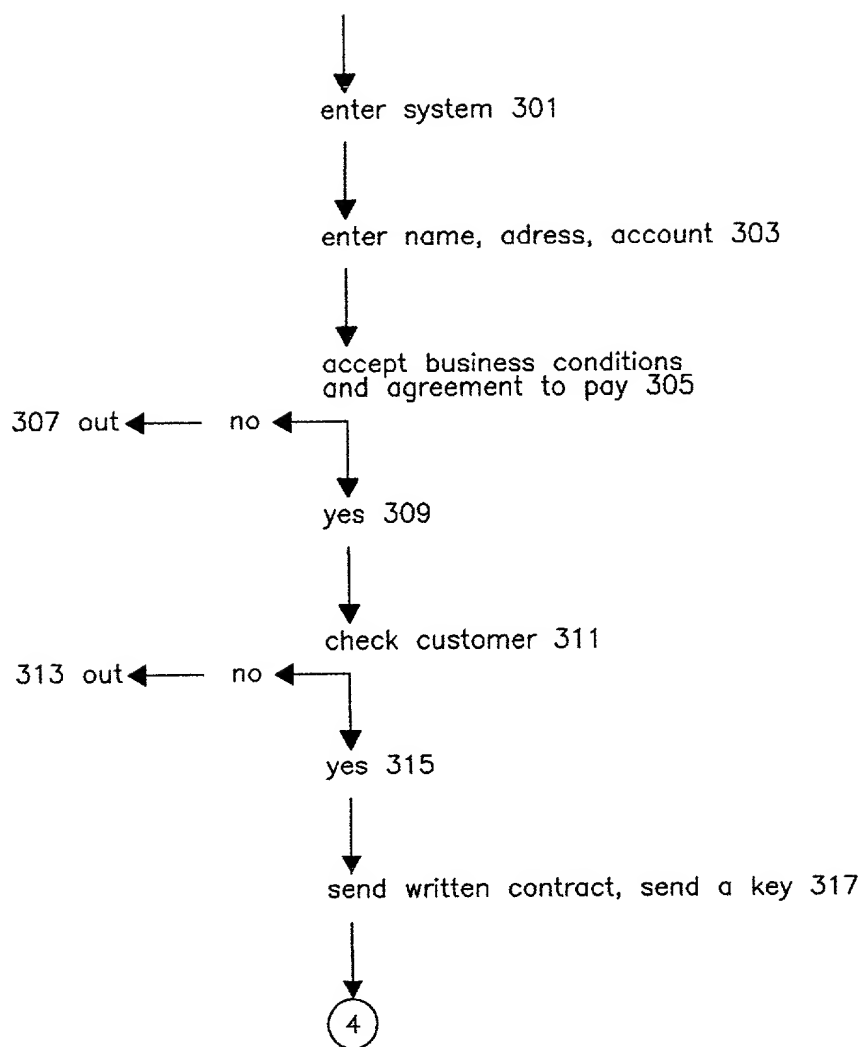
Fig. 3   Part of the program which accepts a knowledge buyer

enter system with key 401

define questions 403

define keywords 405

define timeline, detailness, price,
time of latest accepted offer 407

(5)
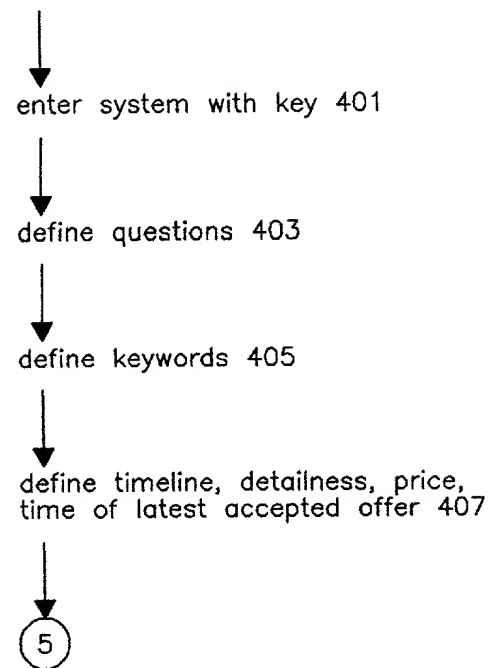
Fig. 4   Part of the program which gets a knowledge inquiry in

check customer: payment/status 501

503 out ◄───── not ok ◄─

ok 505

507 place offer: — price
                  — questions back
                  — time
                  — offer until when valid

get offer to buyer 509

(6)
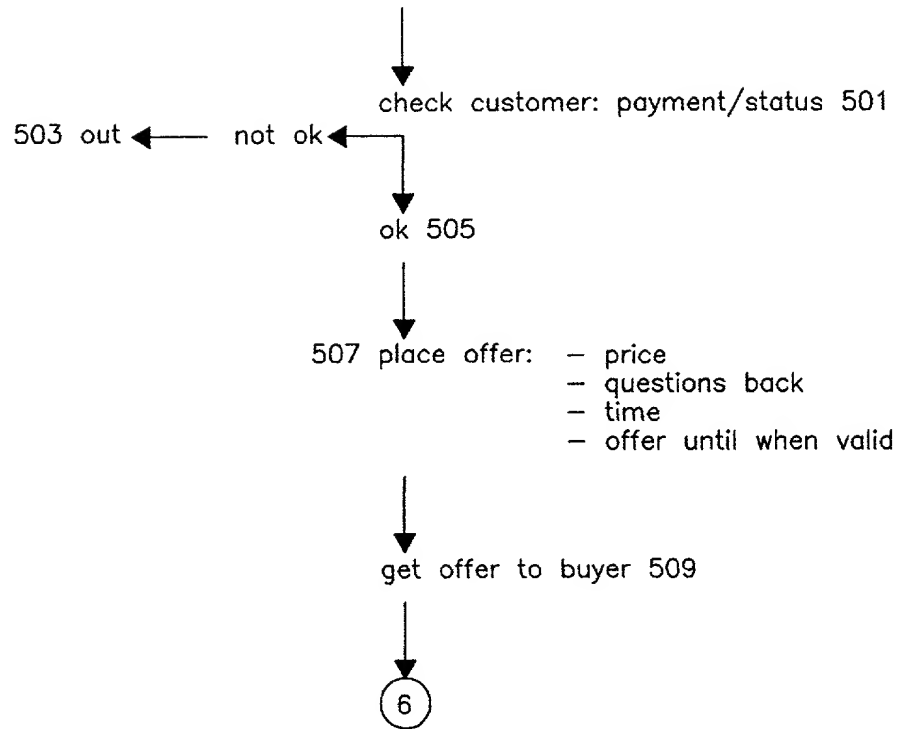
Fig. 5   Part of the program which gets a knowledge offer in

list offers and score of seller to buyer 601

603 pick an offer ⟶ no 605 ⟶ answer questions back 607

609 yes

clear financials, down payment 611

(7)
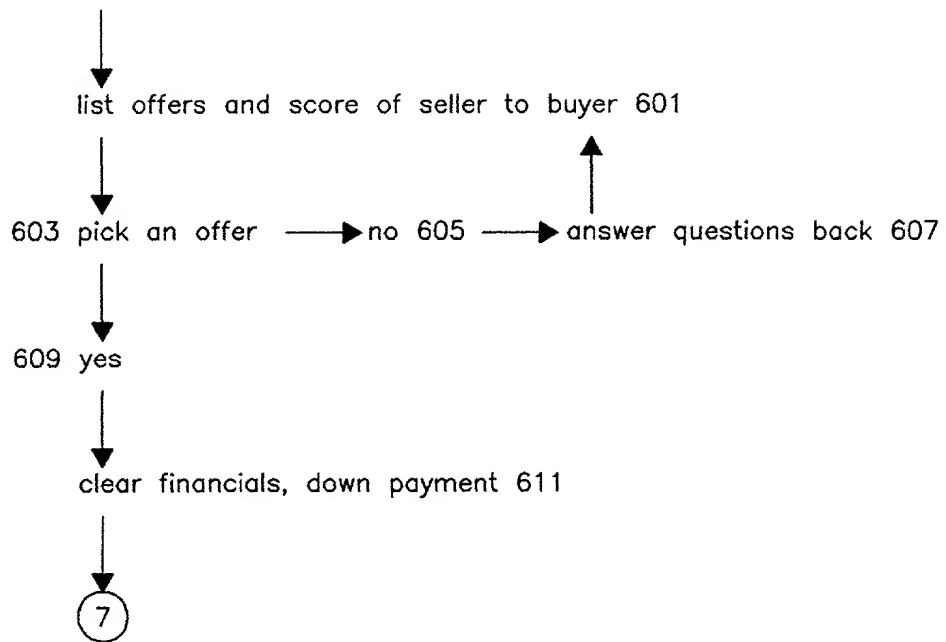
Fig. 6   Part of the program where the seller and the buyer negotiate the price

doing the job, deliver delivery 701

milestone, are deliveries ok? 703

(8) ◄——— 705 no ◄

yes 707

is job complete?
———► no ———

yes, ready 709

(9)
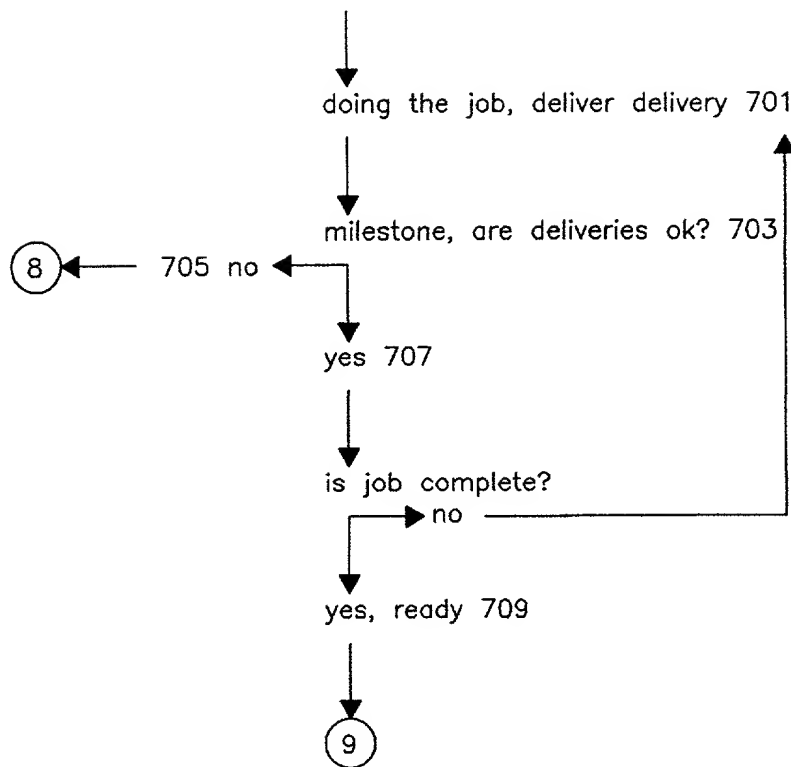
Fig. 7   Part of the program in which the seller is doing his knowledge giving job

negotiate milestone delivery or price 801

both parties satisfied 803 ——▶ yes 805 ——▶ (7)

no 807

want to stop

809 out ◀—— yes ◀

no

arbitration 811
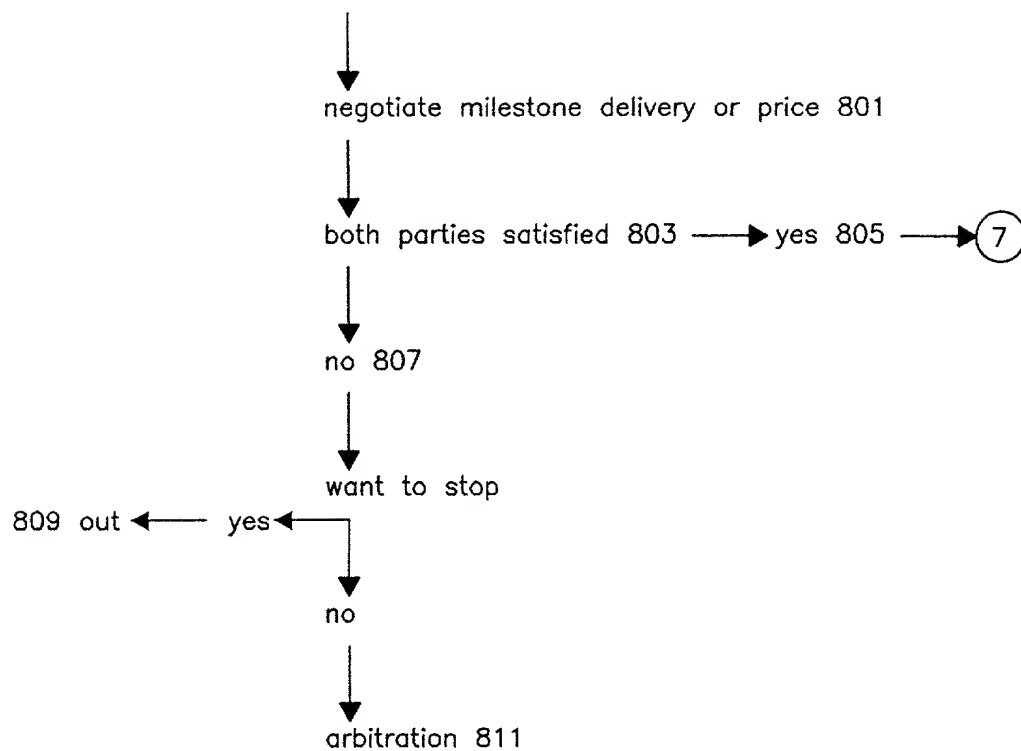
Fig. 8   Part of the program where the buyer has a complain

take amount of money as
agreed from account of buyers,
reduce by a factor x to
the system and transfer
to the seller 901

process through clearing system
(for payments mode) 903

Fig. 9   Part of the program in which financials are to be cleared

ask buyer to evaluate seller or delivery 1001

form statistics on seller 1003

(11) (4)
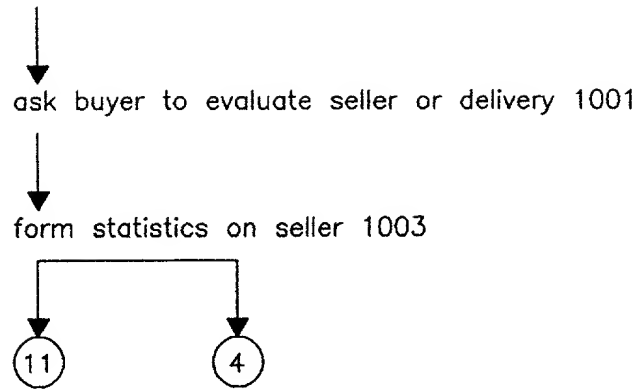
Fig. 10   Part of the program in which the buyer will evaluate the delivery and the seller

ask seller to evaluate buyer or
his ability to ask questions 1101

form statistics on buyer 1103

④
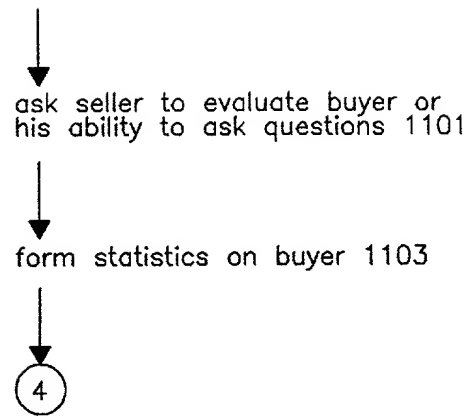
Fig. 11   Part of the program in which the seller evaluates the buyer

seller, who has succesfully answered question
might offer special knowledge on system 1201

certification of seller skills? ——▶ yes 1203

no

standardized collection   perform
of seller credentials 1205   certification

presentation of seller via system website or link 1207

(4)
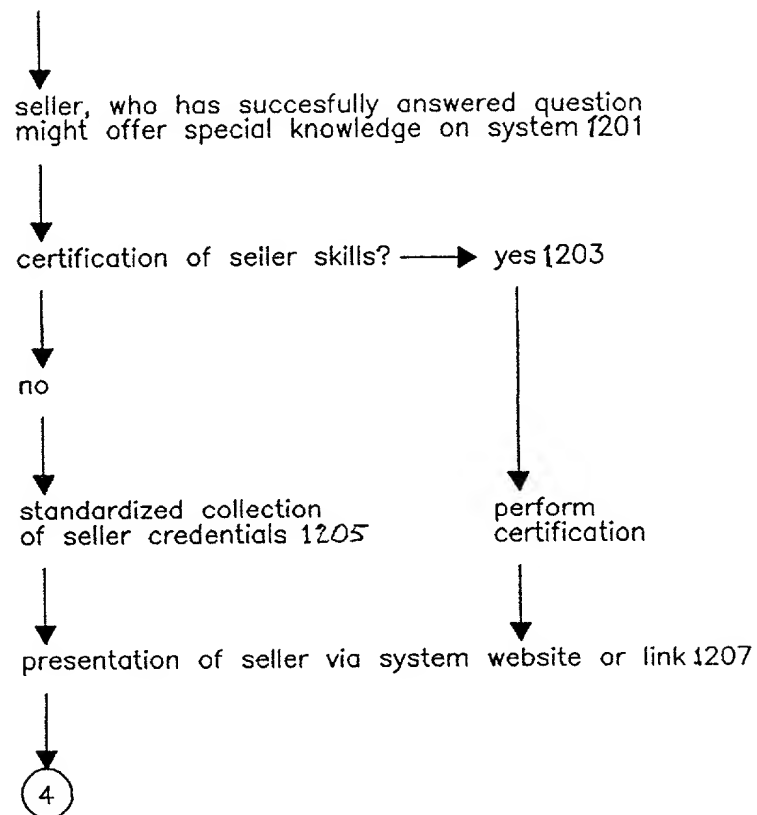
Fig. 12   Part of the program in which the knowledge seller is offering new knowledge

average score	number of jobs	mean delivery time
x.y	n	t

Fig. 13   Information of the seller given to the buyer
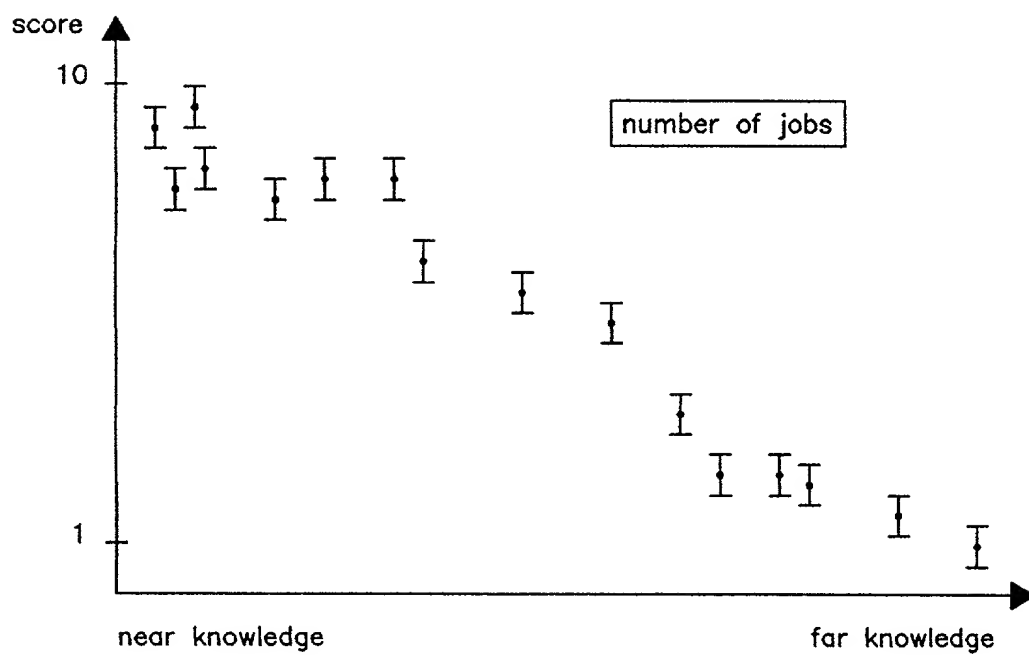
Fig. 14   Example of statistical evaluation of the seller
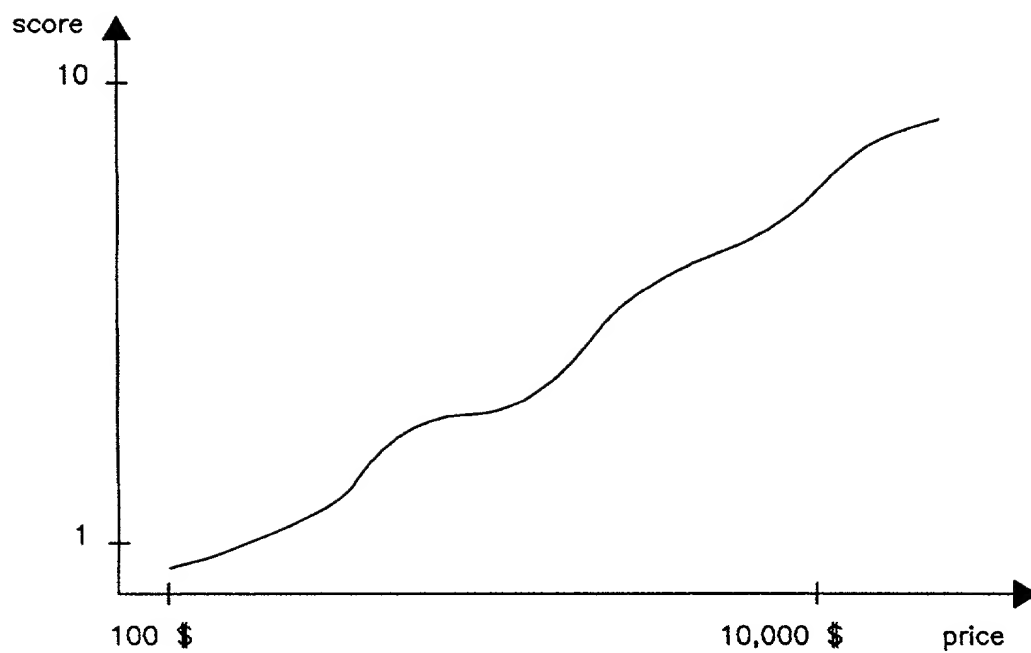
Fig. 15   Price finding graph
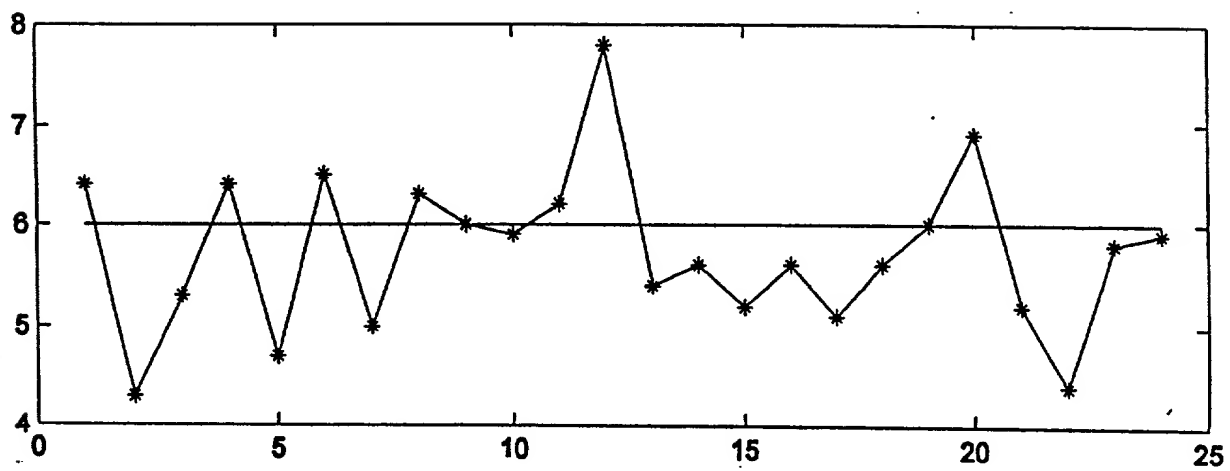
Fig. 16 a
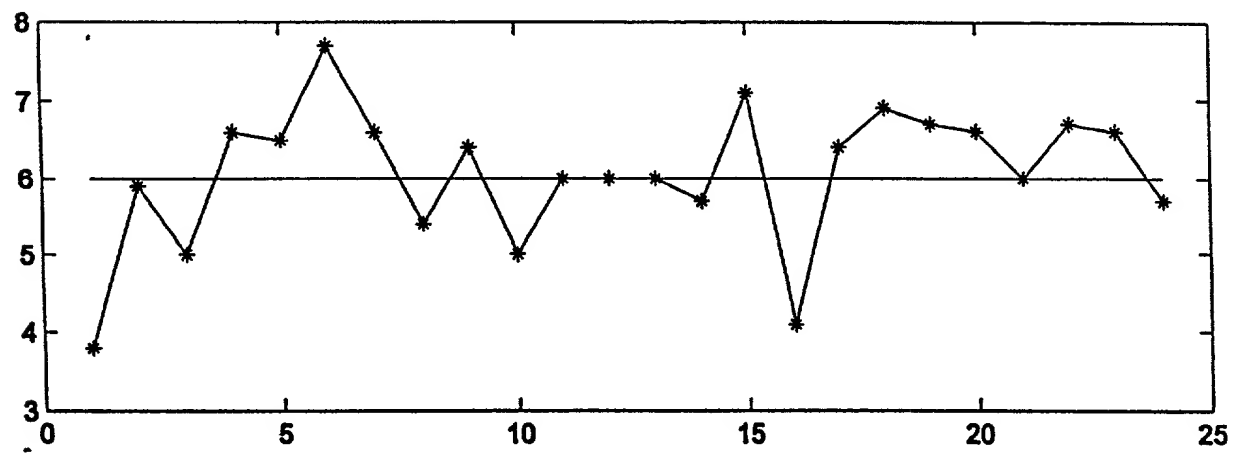
Fig. 16 b

Fig. 16   Mark development 1

a   Constant trend, equally distributed variation
b   Constant trend, normally distributed variation
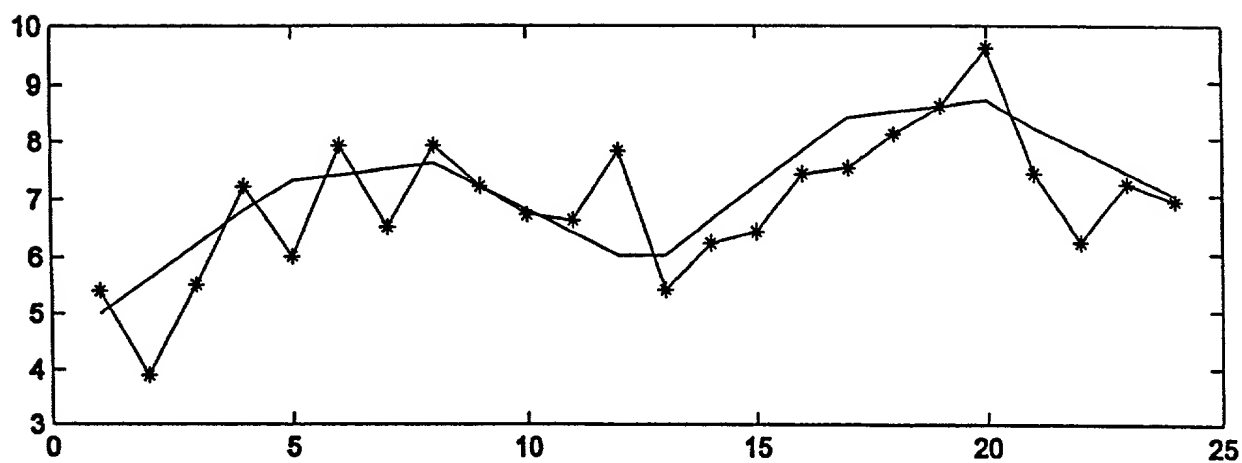
Fig. 17 a
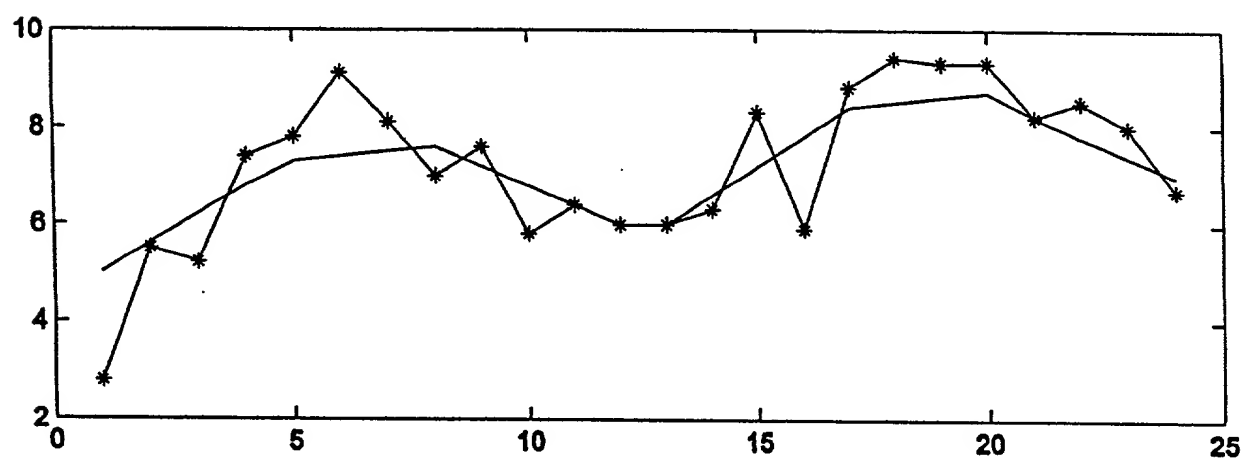
Fig. 17 b

Fig. 17   Mark development 2

    a   Linear—cyclic trend, equally distributed variation
    b   Linear—cyclic trend, normally distributed variation
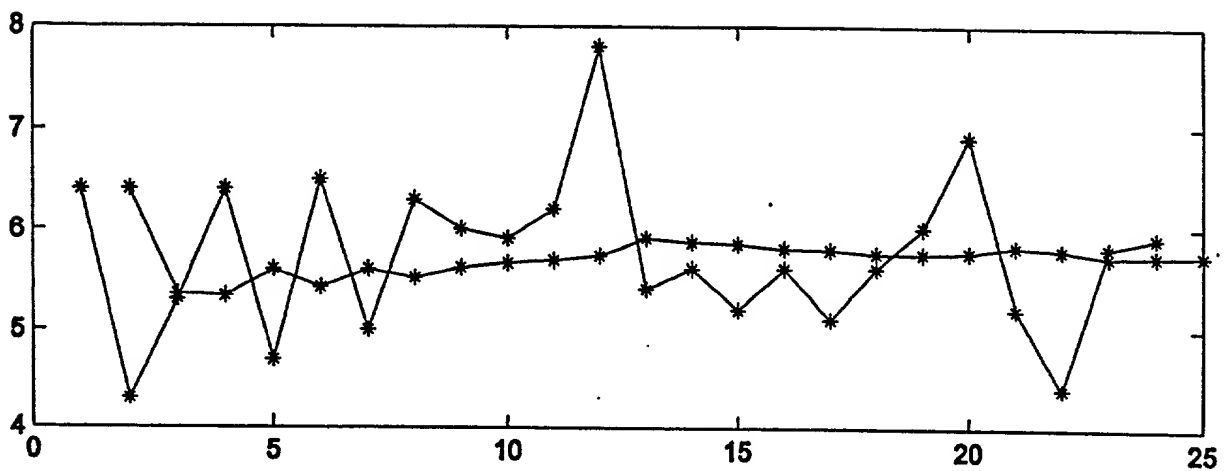
Fig. 18 a
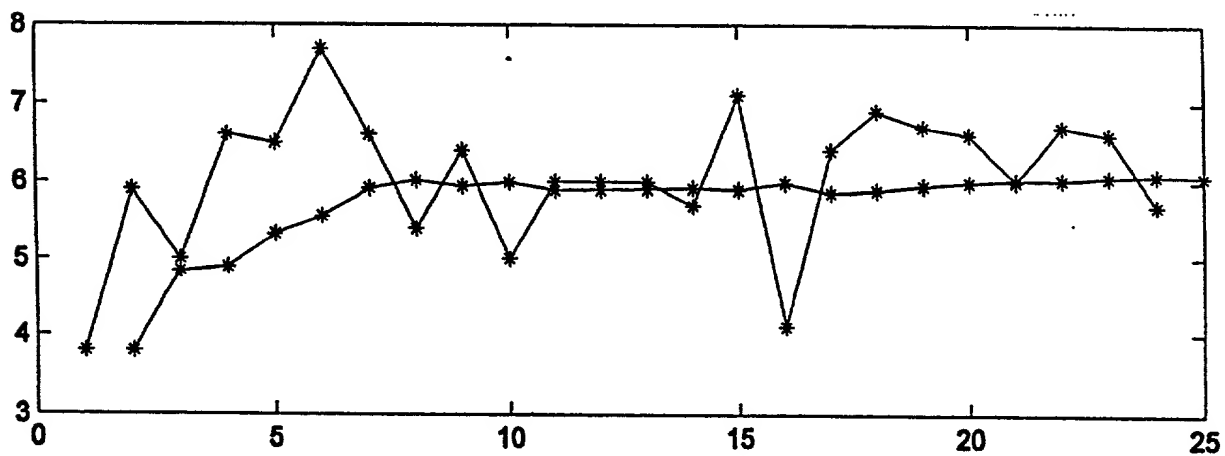
Fig. 18 b

Fig. 18   Order marks—rank marks, no decay, unitary weightings

  a   Constant trend, equally distributed variation
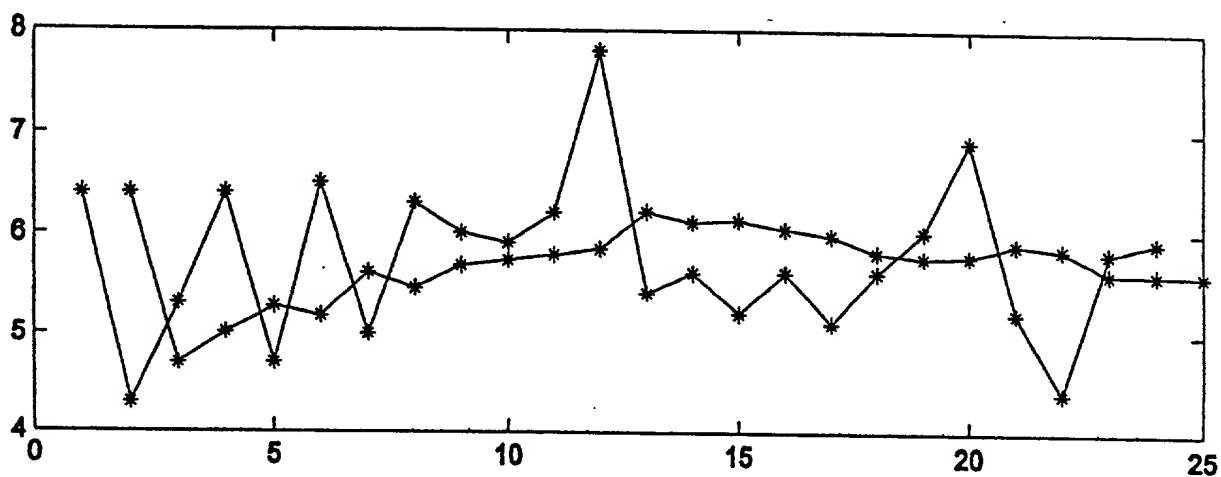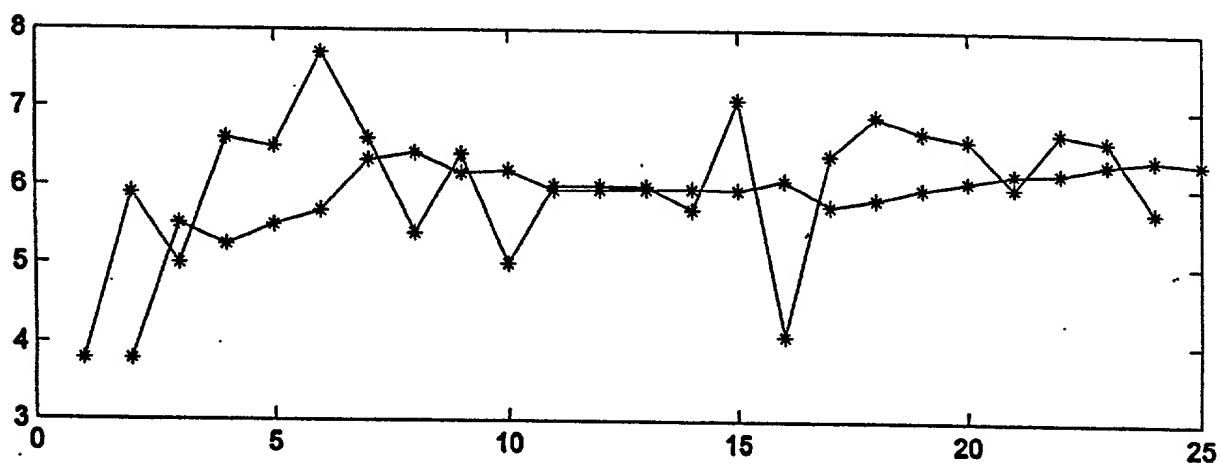 b   Constant trend, normally distributed variation
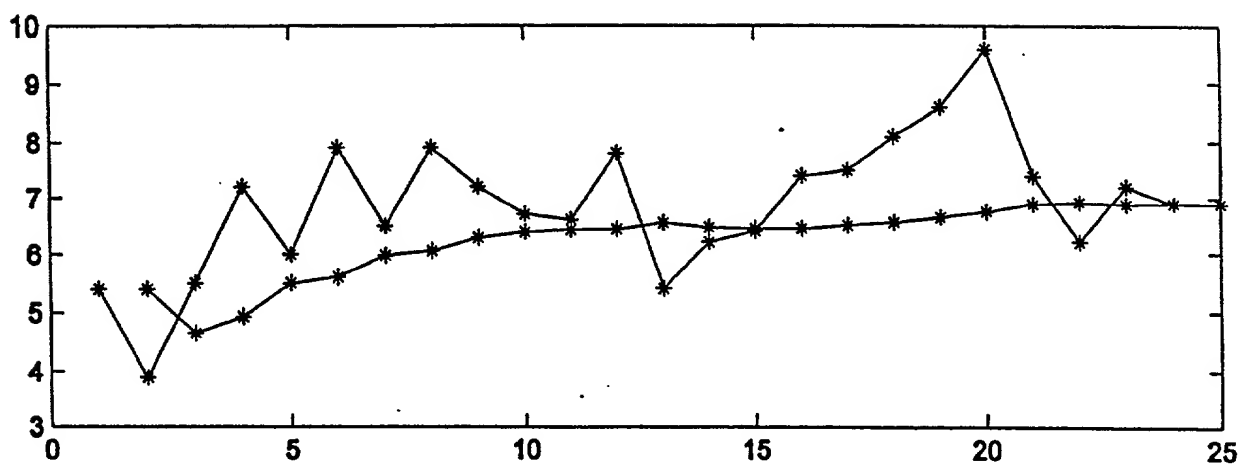
Fig. 19 a
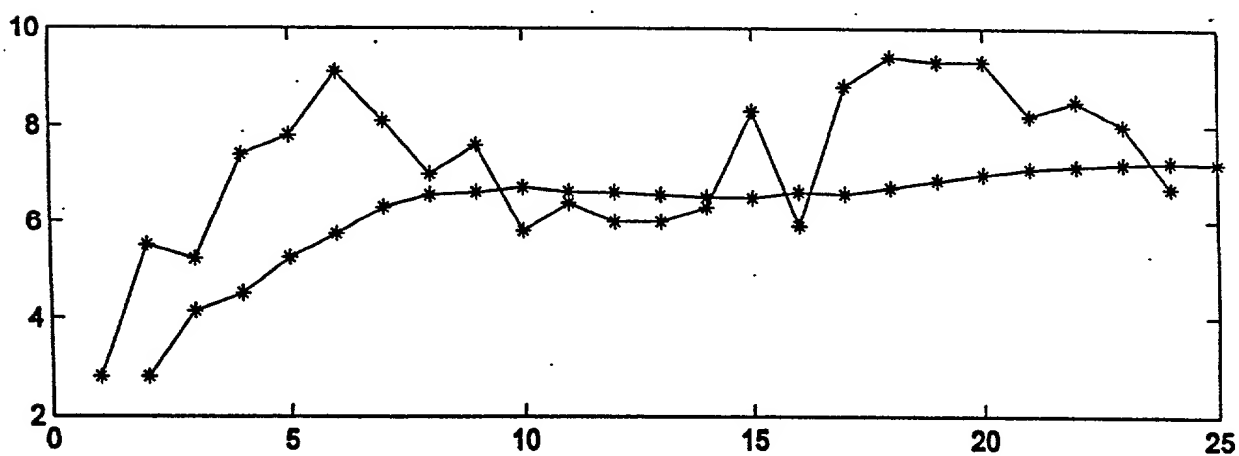
Fig. 19 b

Fig. 19   Order marks—rank marks, no decay, unitary weightings

      a   Linear—cyclic trend, equally distributed variation

      b   Linear—cyclic trend, normally distributed variation

Fig. 20 a

Fig. 20 b

Fig. 20   Order marks—rank marks, linear annual decay, various weightings

    a   Constant trend, equally distributed variation
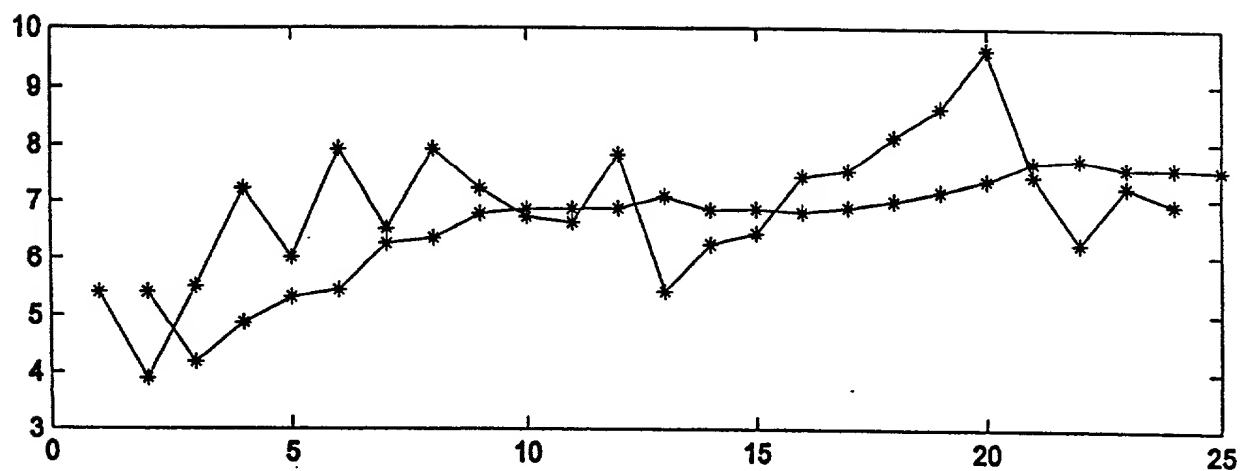
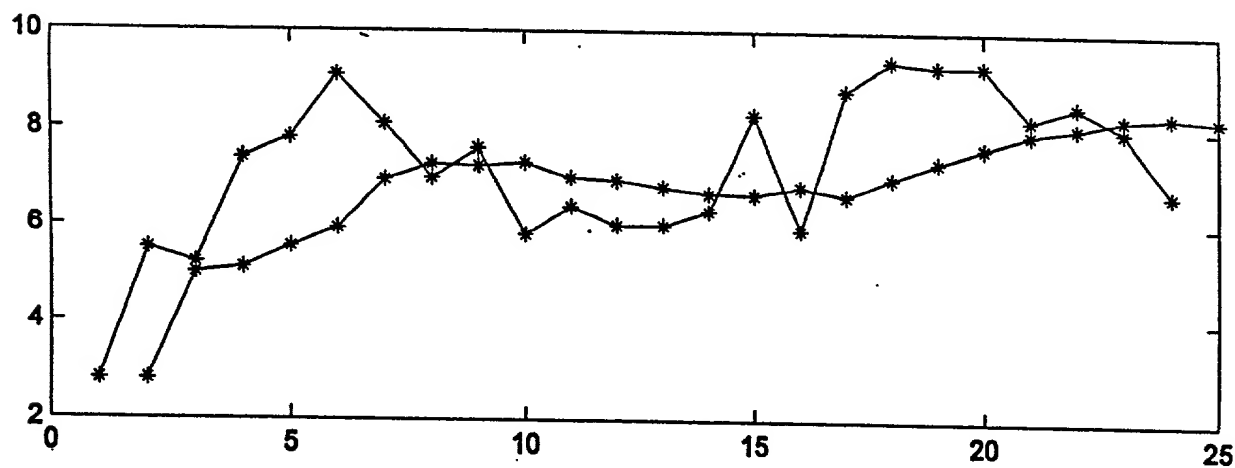   b   Constant trend, normally distributed variation

Fig. 21 a

Fig. 21 b

Fig. 21   Order marks–rank marks, linear annual decay, various weightings

    a   Linear–cyclic trend, equally distributed variation
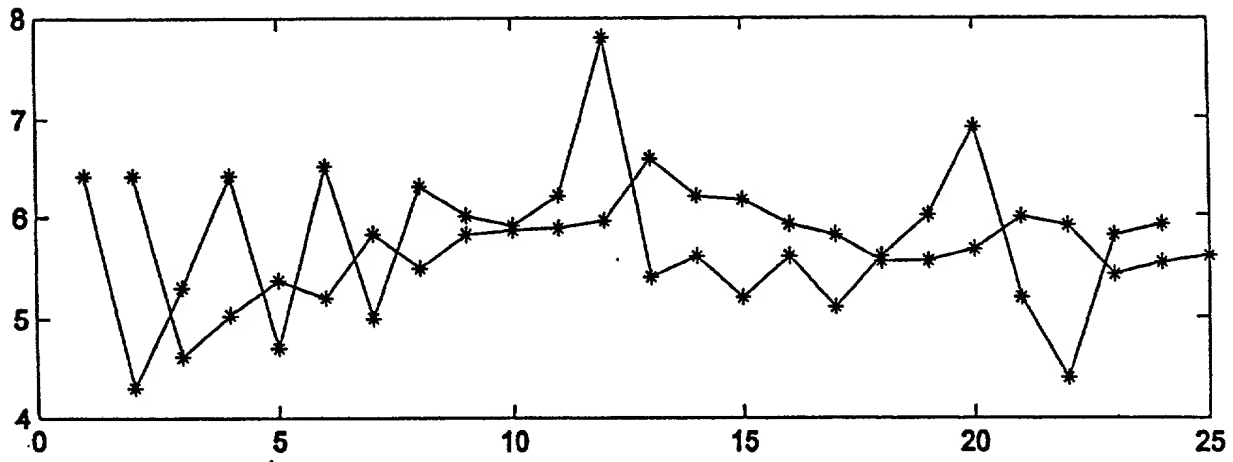   b   Linear–cyclic trend, normally distributed variation
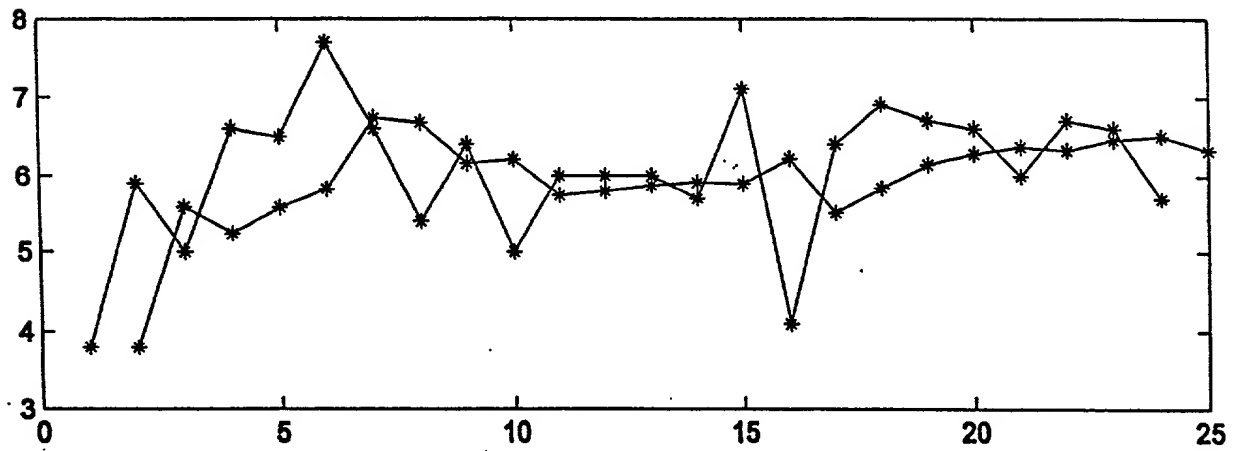
Fig. 22 a

Fig. 22 b

Fig. 22   Order marks—rank marks, expon. annual decay, various weightings

a   Constant trend, equally distributed variation
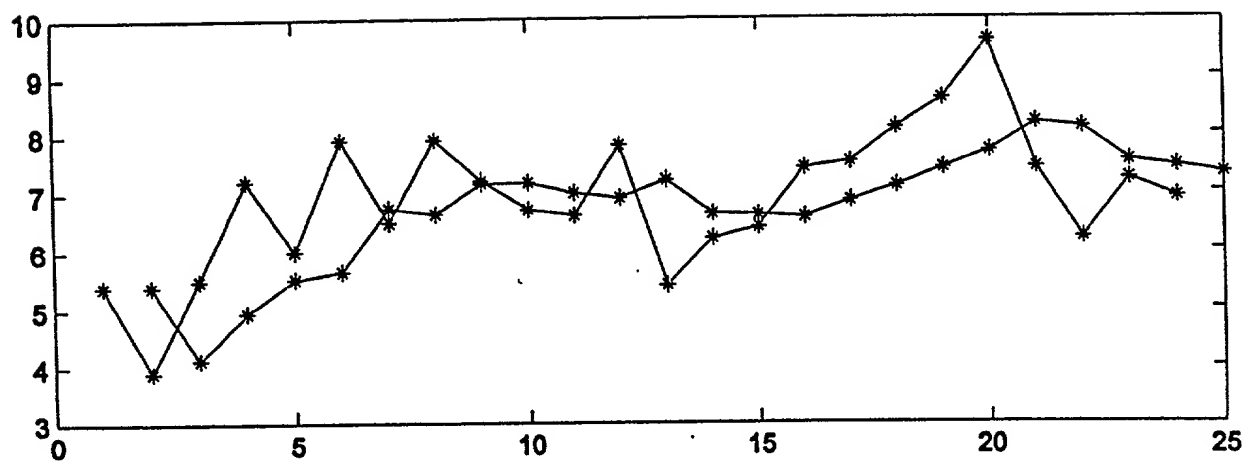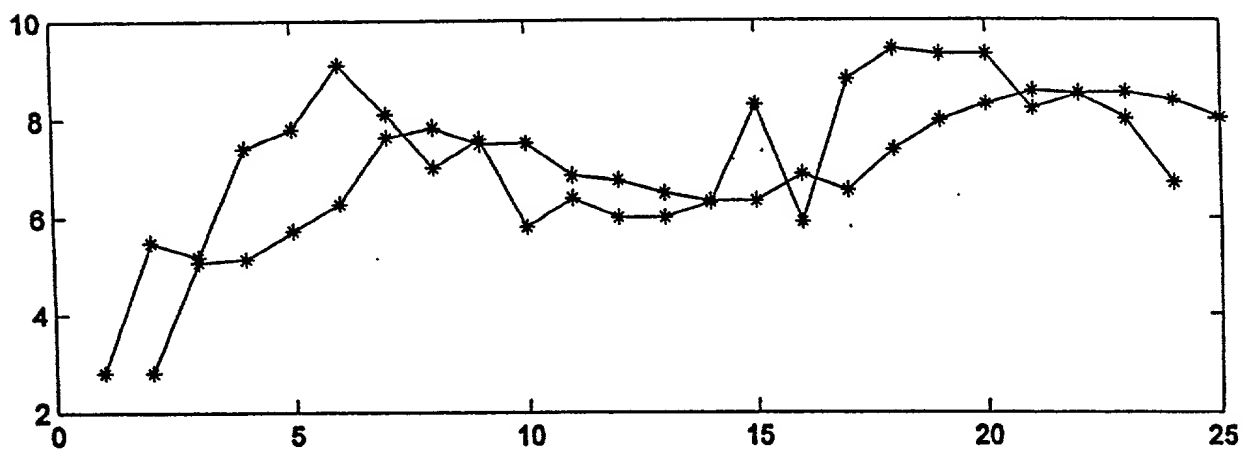b   Constant trend, normally distributed variation

Fig. 23 a

Fig. 23 b

Fig. 23   Order marks—rank marks, expon. annual decay, various weightings

    a   Linear—cyclic trend, equally distributed variation
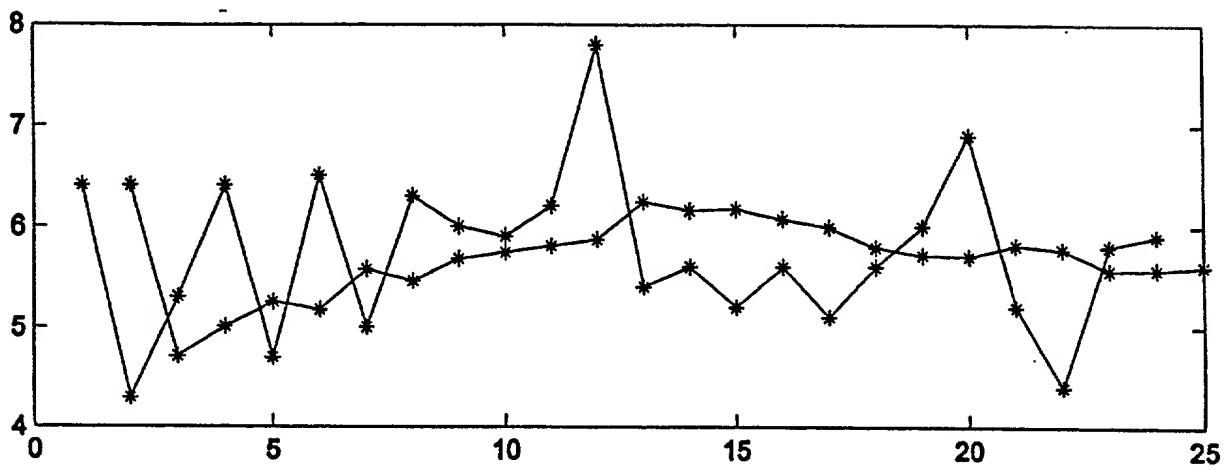   b   Linear—cyclic trend, normally distributed variation

Fig. 24 a

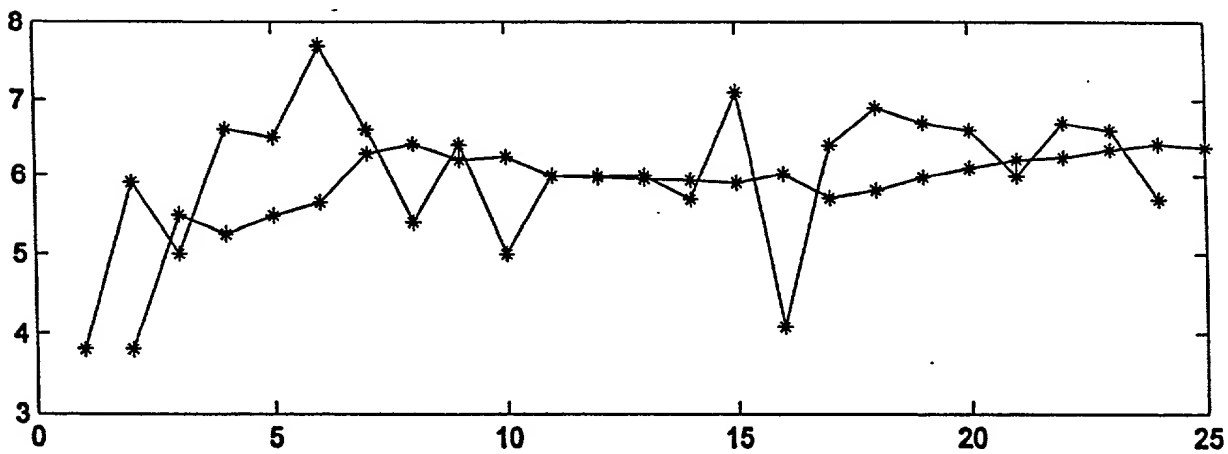

Fig. 24 b

Fig. 24   Order marks—rank marks, trigon. annual decay, various weightings

    a   Constant trend, equally distributed variation
    b   Constant trend, normally distributed variation
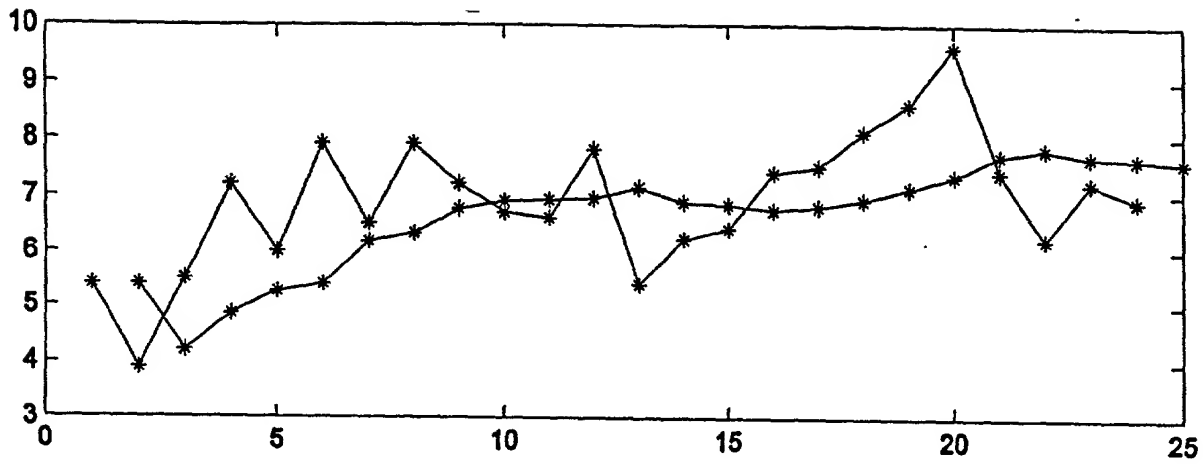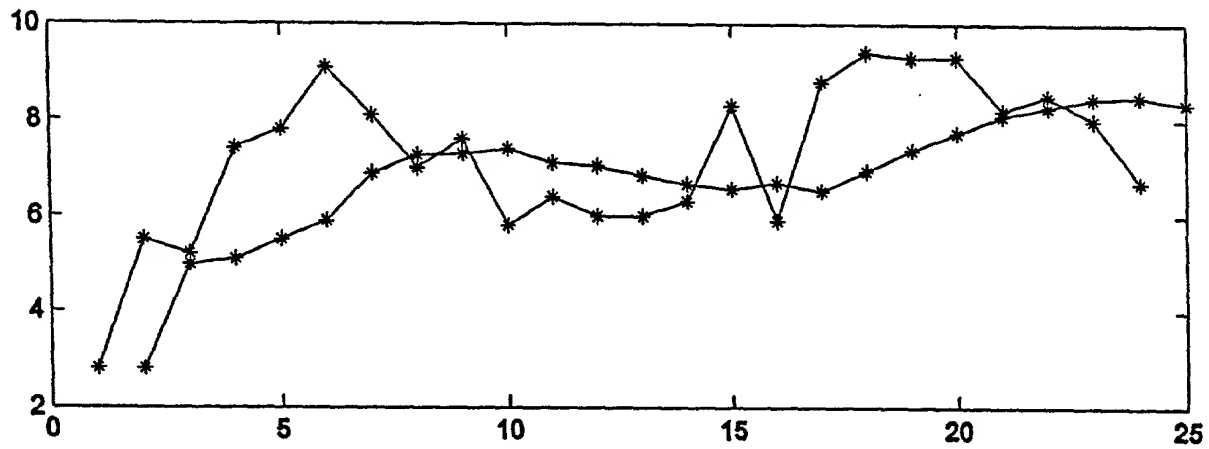
Fig. 25 a

Fig. 25 b

Fig. 25   Order marks—rank marks, trigon. annual decay, various weightings

    a   Linear—cyclic trend, equally distributed variation
    b   Linear—cyclic trend, normally distributed variation
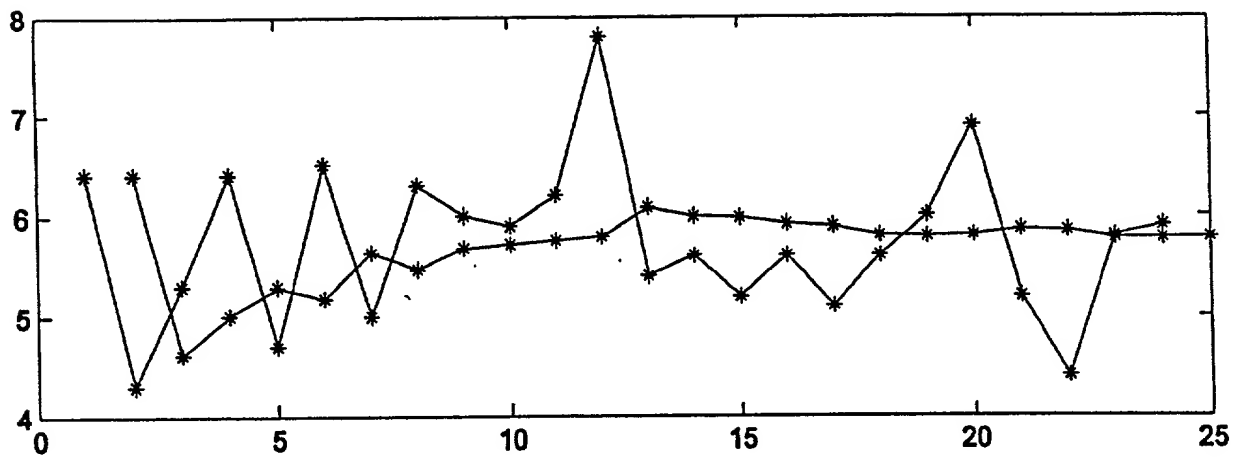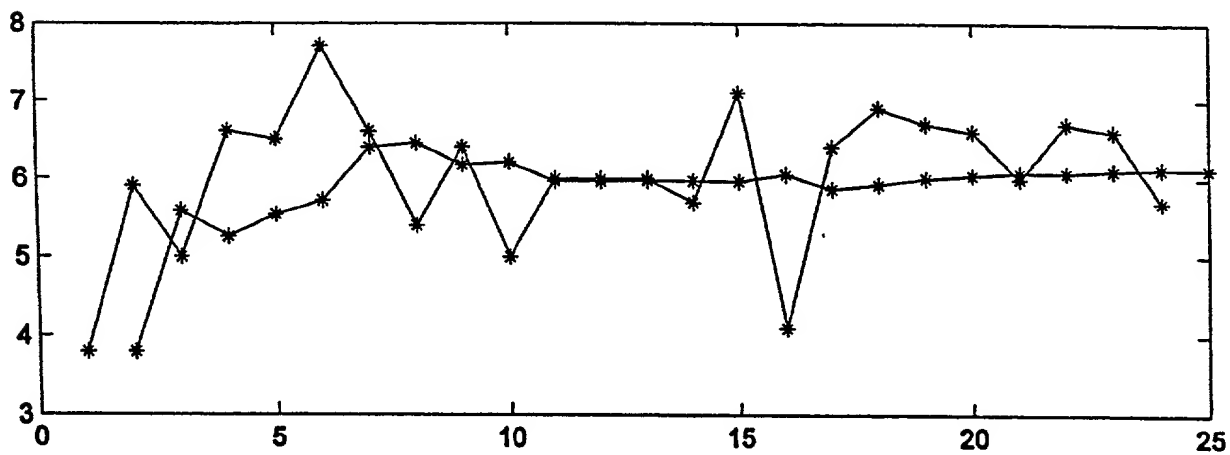
Fig. 26 a

Fig. 26 b

Fig. 26   Order marks—rank marks, root—extension decay, various weightings

    a   Constant trend, equally distributed variation
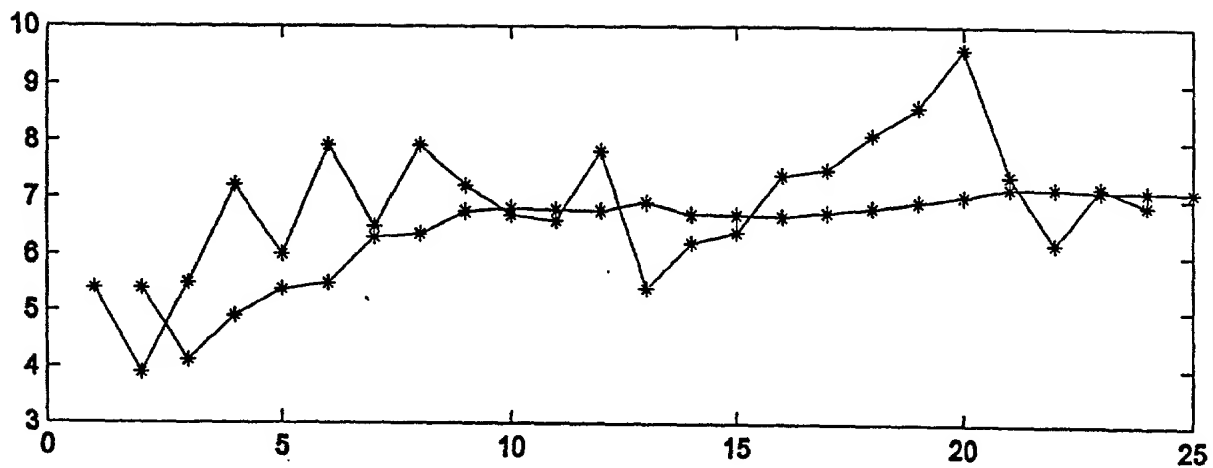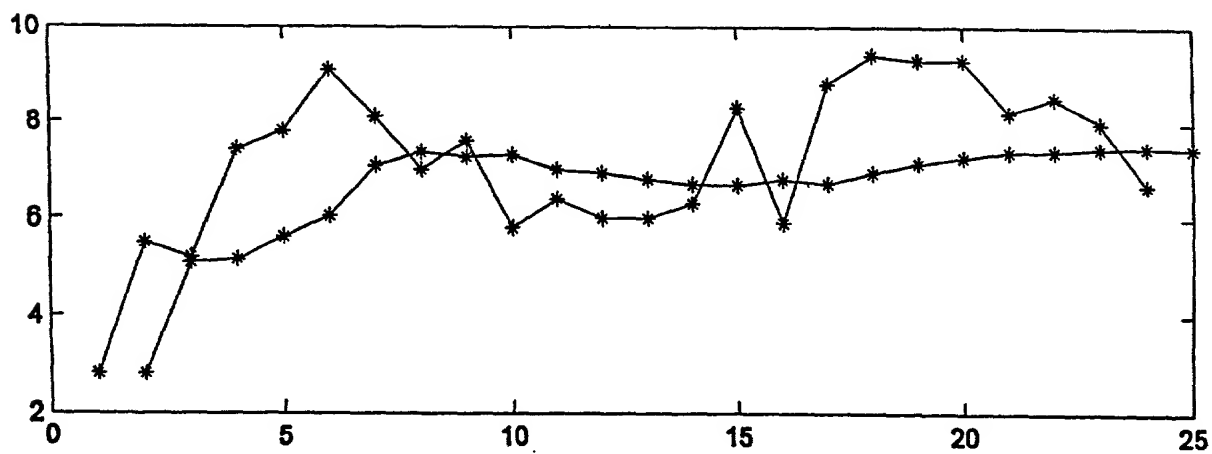   b   Constant trend, normally distributed variation

Fig. 27 a

Fig. 27 b

Fig. 27 Order marks—rank marks, root—extension decay, various weightings

 a   Linear—cyclic trend, equally distributed variation
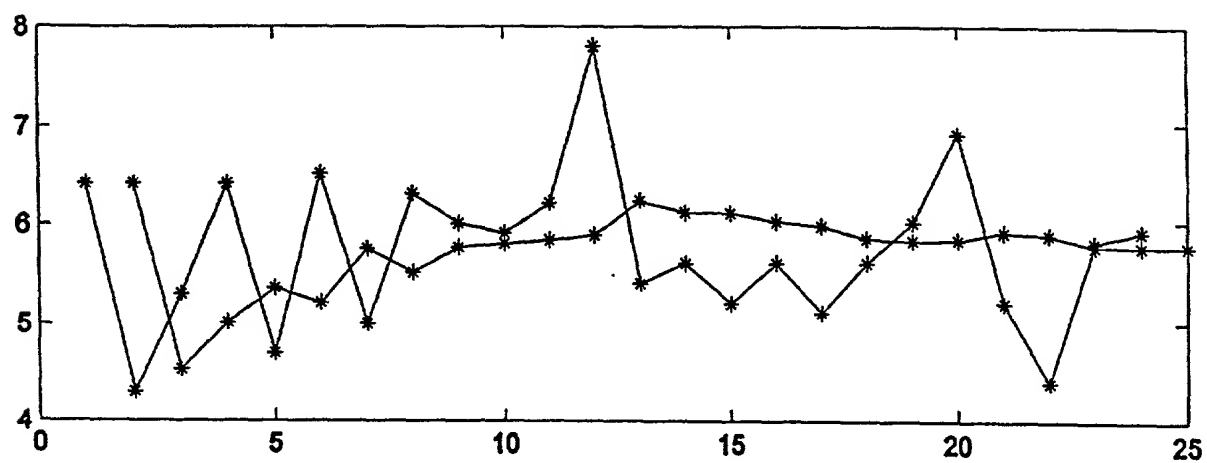 b   Linear—cyclic trend, normally distributed variation

Fig. 28 a
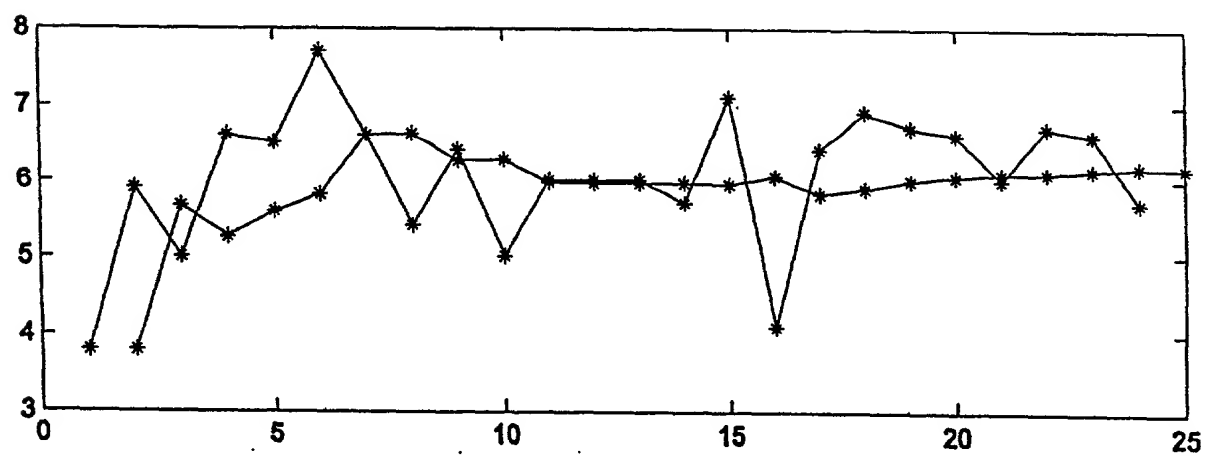
Fig. 28 b

Fig. 28   Order marks—rank marks, arc—tangent extension decay, various weightings

a   Constant trend, equally distributed variation
b   Constant trend, normally distributed variation

Fig. 29 a

Fig. 29 b

Fig. 29   Order marks—rank marks, arc—tangent extension decay, various weightings

    a   Linear—cyclic trend, equally distributed variation
    b   Linear—cyclic trend, normally distributed variation
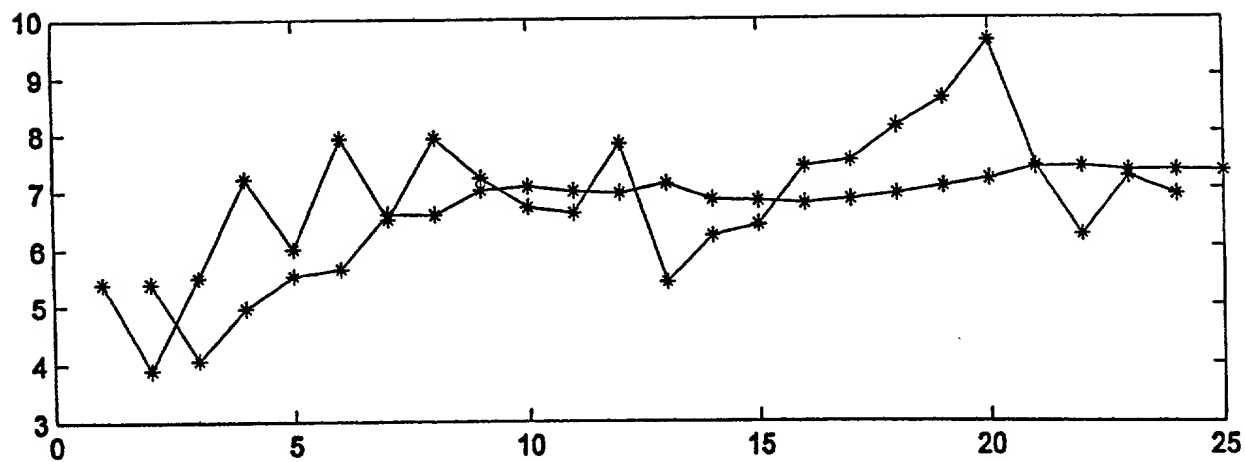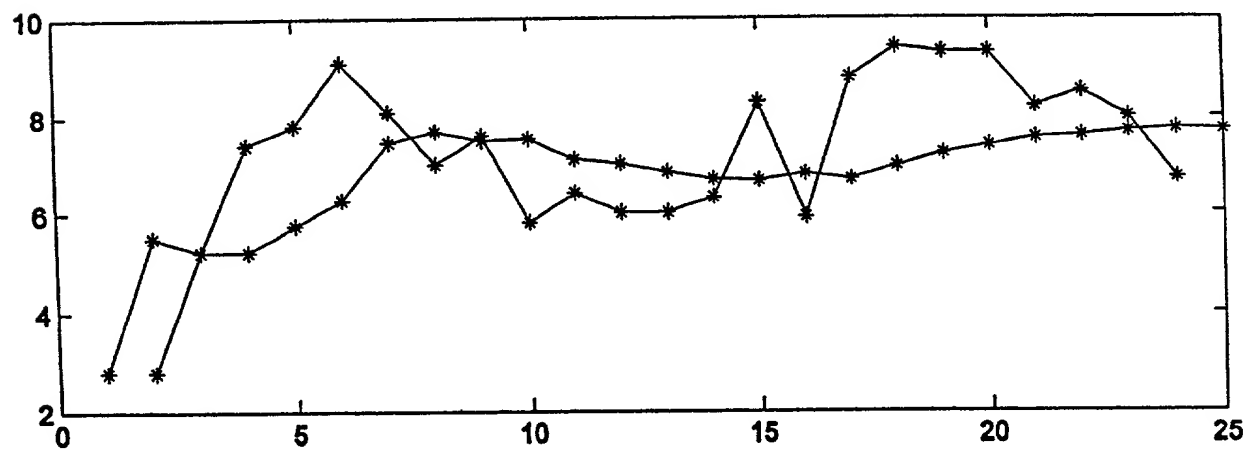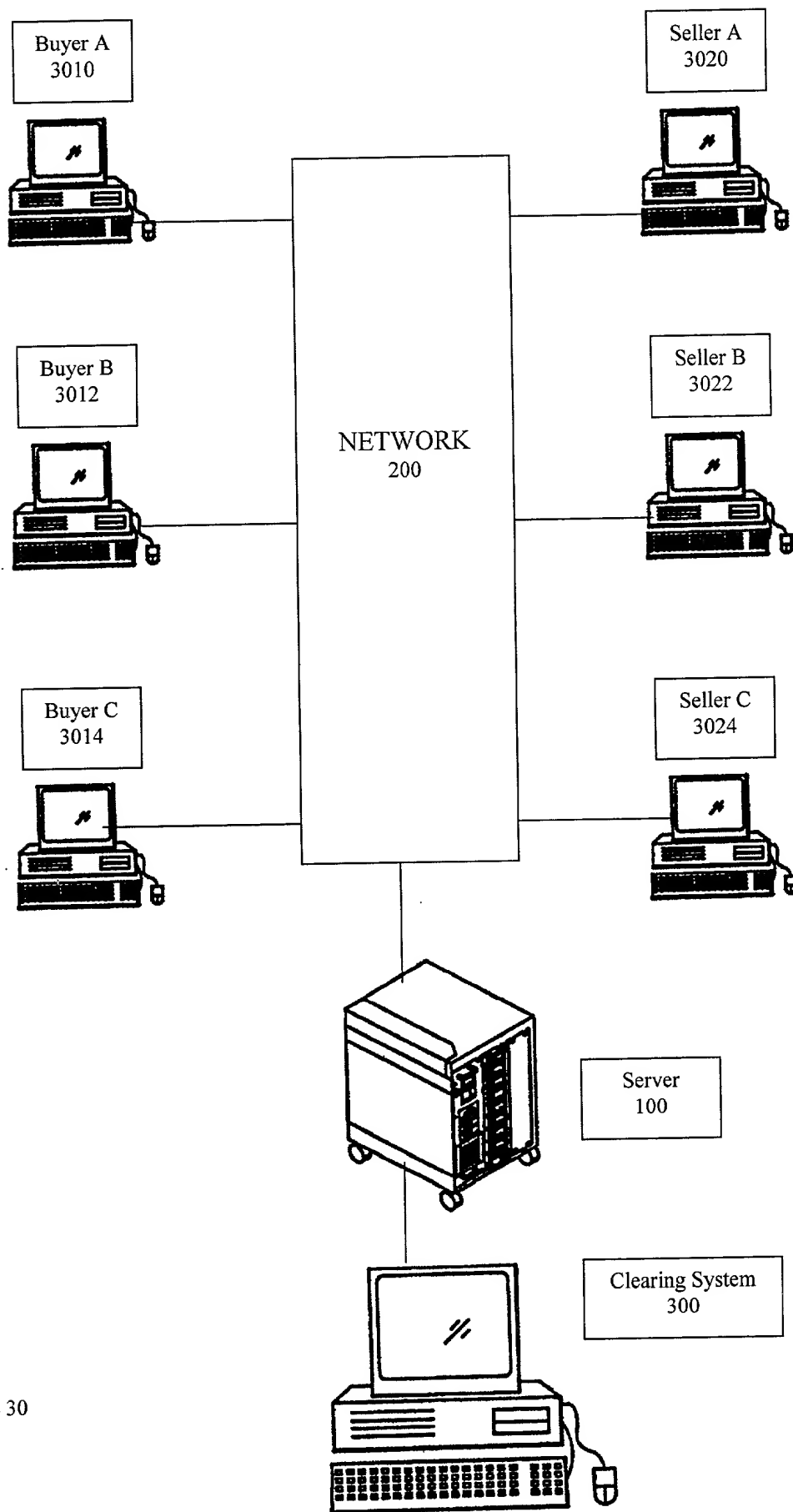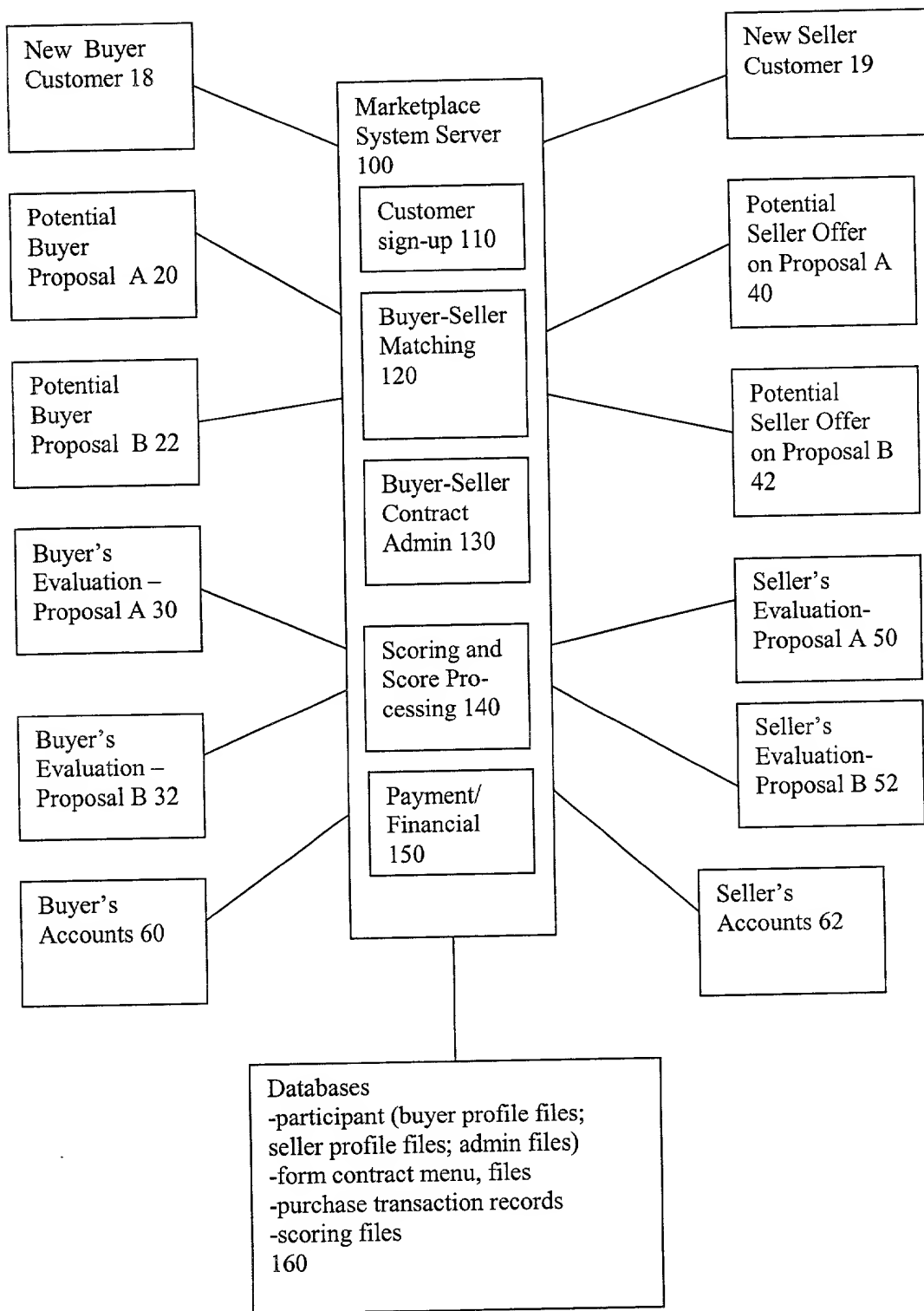
Buyer A
3010

Seller A
3020

Buyer B
3012

NETWORK
200

Seller B
3022

Buyer C
3014

Seller C
3024

Server
100

Clearing System
300

FIGURE 30

New Buyer
Customer 18

New Seller
Customer 19

Marketplace
System Server
100

Customer
sign-up 110

Potential
Buyer
Proposal A 20

Potential
Seller Offer
on Proposal A
40

Buyer-Seller
Matching
120

Potential
Buyer
Proposal B 22

Potential
Seller Offer
on Proposal B
42

Buyer-Seller
Contract
Admin 130

Buyer's
Evaluation –
Proposal A 30

Seller's
Evaluation-
Proposal A 50

Scoring and
Score Pro-
cessing 140

Buyer's
Evaluation –
Proposal B 32

Seller's
Evaluation-
Proposal B 52

Payment/
Financial
150

Buyer's
Accounts 60

Seller's
Accounts 62

Databases
-participant (buyer profile files;
seller profile files; admin files)
-form contract menu, files
-purchase transaction records
-scoring files
160

FIGURE 31